

# Outreach Notes



March 2005

Foreign Agricultural Service (FAS)  
Office of Outreach and Exporter Assistance (OOEA)

Vol. 5



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Secretary Mike Johanns Addresses USDA's Agricultural Outlook Forum on the new U.S. Ag export forecast.

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Special license helps farmers expand their economic opportunities pending training

## [Plans Unveiled for the May 2005 New Products Showcase](#)

The Food Marketing Institute will focus on product innovations and consumer tastes.

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To learn more about how to export U.S. farm and agricultural Products, click on the FAS Website:

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## TAPO Mailbox



Trade Assistance and Promotion Office (TAPO)  
**QUESTION: Is it worth the time and effort to participate in trade shows?**

**Phone: (202) 720-7420**



# STATEMENT

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Release No. 0072.05

Contact:  
USDA Press Office (202) 720-4623

**Statement By Agriculture Secretary Mike Johanns Regarding The Temporary Injunction  
Issued By The U.S. District Court For The District Of Montana Regarding USDA's  
Minimal-Risk Rule**

March 2, 2005

"I am very disappointed in today's ruling by the court to temporarily delay the implementation of USDA's minimal-risk rule, which would re-establish trade with Canada for live cattle under 30 months of age.

"USDA remains confident that the requirements of the minimal-risk rule, in combination with the animal and public health measures already in place in the United States and Canada, provide the utmost protection to both U.S. consumers and livestock. We also remain fully confident in the underlying risk assessment, developed in accordance with the OIE guidelines, which determined Canada to be a minimal risk region.

"Today's ruling is not a reflection on the substance of the minimal-risk rule, but rather a procedural delay while the judge considers the merits of the case. We continue to believe that international trade in beef, founded on science-based regulations, should be re-established in an expeditious manner."

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Release No. 0066.05

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## **USDA RELEASES TECHNICAL ASSESSMENT ON THE IMPLEMENTATION OF THE CANADIAN FEED BAN**

WASHINGTON, Feb. 25, 2005-The U.S. Department of Agriculture today released its assessment of the Canadian ruminant-to-ruminant feed ban. Agriculture Secretary Mike Johanns in a hearing Feb. 3 before the Senate Agriculture Committee stated that USDA would be "absolutely transparent" with the results of the assessment and would immediately release it when it was available.

"After the two recent BSE finds in Canada, it was important to get a team up there to conduct a firsthand assessment of Canada's compliance with the feed ban," said Dr. Ron DeHaven, Administrator of USDA's Animal and Plant Health Inspection Service (APHIS). "This assessment affirms our science-based decision to begin lifting the ban on live ruminants and ruminant products from Canada that have virtually no risk to human or animal health."

USDA assembled a team of technical experts that arrived in Canada on Jan. 24 to gather all relevant information to do an in-depth assessment on Canada's ruminant-to-ruminant feed ban and their feed ban inspection program. USDA took this additional step to ensure compliance with Canada's feed ban control measures. The feed ban has been determined to be an important BSE risk mitigation measure to protect animal health.

The inspection team's report states that "Canada has a robust inspection program, that overall compliance with the feed ban is good and that the feed ban is reducing the risk of transmission of bovine spongiform encephalopathy in the Canadian cattle population."

In both the risk assessment conducted by APHIS as part of the BSE minimal-risk rule and the feed ban assessment announced today, the agency found that compliance by feed mills and rendering facilities in Canada to their feed ban regulations is good and, just like the United States, Canada is continually looking for ways to make it even better.

USDA is confident that the animal and public health measures that Canada has in place to prevent BSE, combined with existing U.S. domestic safeguards and additional safeguards provided in the final rule, provide the utmost protections to U.S. consumers and livestock. When Canadian ruminants and ruminant products are presented for importation into the United States, they become subject to domestic safeguards as well.

On Jan. 4, USDA published a final rule that amends the regulations to provide for the importation of certain ruminants, ruminant products and byproducts from regions that pose a minimal risk of introducing BSE. Canada will be the first country recognized as a minimal-risk region and, as such, will be eligible to export to the United States live cattle, as well as certain other animals and products, from animals under 30 months of age. Live cattle imported from Canada under this rule will be subject to restrictions designed to ensure that they are slaughtered by the time they reach 30 months of age. These include permanent marking of the animals as to their origin, requiring them to move in sealed containers to a feedlot or to slaughter, and not allowing them to move to more than one feedlot while in the United States. The rule is to go into effect on March 7, 2005.

For a copy of the feed ban assessment, the final rule, and other documents pertaining to BSE, visit the APHIS BSE website at <http://www.aphis.usda.gov/lpa/issues/bse/bse.html>

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## USDA Grants TAA Assistance

### USDA GRANTS TRADE ADJUSTMENT ASSISTANCE TO BLACK OLIVE PRODUCERS IN CALIFORNIA

WASHINGTON, Feb. 28, 2005 – The U.S. Department of Agriculture's Foreign Agricultural Service approved a petition filed by black olive producers in California for benefits under the Trade Adjustment Assistance (TAA) for farmers program. Producers of black olives in California may apply for TAA benefits between March 14, 2005, and June 13, 2005.

Under the TAA program, USDA provides technical assistance and cash benefits to farmers and certain fishermen if imports of a like or directly competitive commodity contributed importantly to a decline in producer prices and a loss of net farm or fishing income.

After an investigation, FAS determined that imports of processed olives contributed importantly to a decline in producer prices of black olives in California during 2003 when compared to the 1998-2002 base-period.

To apply for Benefits, you may obtain an application (form FSA-229) from <http://forms.sc.egov.usda.gov/eforms/mainervlet> or from the local Farm Service Agency (FSA) service center. Check local phone listings for the closest service center or go to <http://fsa.usda.gov> and click on "your local office" for contact information. General information about the TAA program can be found on the program's Web site at <http://www.fas.usda.gov/itp/taa/taaindex.htm>.

TAA benefits will include technical instruction to enhance farming income. Financial payments will also be made to applicants who complete their technical training by September 12, 2005 and satisfy certain income criteria. Producers receiving TAA payments may also apply to the Department of Labor for job retraining.

A Federal Register Notice announcing the certification was published on February 28, 2005, and is posted on the Web at <http://www.fas.usda.gov/info/fr/notices.html>.

#PR-0031-05

**(See Shrimp TAA press release below.)**

## **USDA GRANTS TRADE ADJUSTMENT ASSISTANCE TO SHRIMP PRODUCERS IN MISSISSIPPI**

WASHINGTON, Feb. 28, 2005 – The U.S. Department of Agriculture's Foreign Agricultural Service approved a petition filed by shrimp producers in Mississippi for benefits under the Trade Adjustment Assistance (TAA) for farmers program. Those who land and market shrimp in Mississippi may apply for TAA benefits between March 14, 2005, and June 13, 2005.

Under the TAA program, USDA provides technical assistance and cash benefits to farmers and certain fishermen if imports of a like or directly competitive commodity contributed importantly to a decline in producer prices and a loss of net farm or fishing income.

After an investigation, FAS determined that imports of frozen and fresh whole shrimp contributed importantly to a decline in the landed price of shrimp in Mississippi during 2003 when compared to the 1998-2002 base-period.

To apply for benefits, you may obtain an application (form FSA-229) from <http://forms.sc.egov.usda.gov/eforms/mainervlet> or from the local Farm Service Agency (FSA) service center. Check local phone listings for the closest service center or go to <http://fsa.usda.gov> and click on "your local office" for contact information. General information about the TAA program can be found on the program's Web site at <http://www.fas.usda.gov/itp/taa/taaindex.htm>.

TAA benefits will include technical instruction to enhance fishing income. Financial payments will also be made to applicants who complete their technical training by September 12, 2005 and satisfy certain income criteria. Shrimp producers receiving TAA payments may also apply to the Department of Labor for job retraining.

A Federal Register Notice announcing the certification is scheduled for publication later this week and will be posted on the Web at <http://www.fas.usda.gov/info/fr/notices.html>.

#PR-0032-05

(If the links do not connect you to the Internet, open your web browser and click on the links above.)

# The Office of the United States Trade Representative

[Home](#) / [Document Library](#) / [Press Releases](#) / 2005 / February / **02/18/2005** | **U.S., CAFTA-DR Countries Sign Environmental Provisions**

## U.S., CAFTA-DR Countries Sign Two Supplemental Agreements to Facilitate Implementing the FTA's Environmental Provisions

**Signing Includes Environmental Cooperation Agreement and Designates Secretariat to Implement CAFTA-DR Public Submissions Process**

**02/18/2005**

WASHINGTON, DC - The United States, five Central American countries and the Dominican Republic today signed two agreements designed to complement and facilitate the implementation of environmental provisions in the free trade agreement that the seven countries have concluded (CAFTA-DR). The seven governments signed an Understanding establishing a secretariat to administer a public submissions mechanism and an Environmental Cooperation Agreement (ECA) to guide long-term environmental cooperation in the region. On behalf of the United States, Under Secretary of State for Global Affairs Paula Dobriansky signed the ECA and Assistant U.S. Trade Representative Regina Vargo signed the Understanding concerning the secretariat.

"The CAFTA-DR is an important agreement that will spur economic growth and development in all of our countries and will advance efforts to enforce environmental laws and increase levels of environmental protection," said U.S. Trade Representative Robert B. Zoellick. "We are very pleased that we've been able to include strong environmental provisions in our free trade agreements. In the CAFTA-DR, we have gone even further by including a number of environmental 'firsts.' These two supplemental agreements are evidence that strengthening our trade relationship can also strengthen our environmental relationship."

Previous FTAs – including those with Australia, Chile, Jordan, Morocco, Bahrain, and Singapore – all have strong environmental provisions that fully meet Congress' objectives in TPA and are accompanied by environmental cooperation mechanisms. The CAFTA-DR goes beyond these FTAs, however, by establishing a ground-breaking and robust public submissions process that will allow members of the public to raise concerns if they believe that a Party is not effectively enforcing its environmental laws. It is the first free trade agreement to contain such a mechanism in the agreement itself. The ECA is innovative because it includes first-time provisions for establishing benchmarks for measuring environmental performance and outside monitoring of progress in meeting the benchmarks. The Administration consulted closely with interested members of Congress, particularly Senator Max Baucus, in developing the public submissions provisions and the benchmarking and monitoring provisions in the ECA.

Congress already provides to Costa Rica, the Dominican Republic, El Salvador



Guatemala, Honduras, and Nicaragua preferential duty-free access to the U.S. market for thousands of products through the Caribbean Basin Initiative (CBI). The CAFTA-DR will provide reciprocal access for U.S. goods into these markets for the first time and, and because it has strict environmental obligations, while the CBI program does not, the CAFTA-DR goes much further towards promoting pro-environmental policies in the region.

In a January 31, 2005 letter to U.S. Trade Representative Robert B. Zoellick and Central American and Dominican Republic trade ministers, ten non-governmental environmental organizations in Central America expressed their support for the CAFTA-DR and the ECA. The groups agreed that "together, these Agreements ensure that the region will not only maintain current environmental laws but also strive to improve these measures without sacrificing environmental protection laws to free trade rules."

The Administration has conducted an environmental review of the CAFTA-DR and considered, among other issues, potential impacts on migratory birds, wildlife conservation and trade, and transboundary air and marine pollution. The review will be released shortly.

## **Background**

### US FTAs and the Environment

In all of its recent FTAs, the United States has included environmental chapters that contain core obligations to provide for high levels of environmental protection and ensure effective enforcement of environmental laws, as well as recognition that it is inappropriate to derogate from these laws to encourage trade or investment. The effective enforcement obligation is enforceable through each FTA's dispute settlement procedures.

Additionally, all recent FTA environment chapters include provisions to promote public participation, provide appropriate remedies for violations of environmental laws, and promote measures to enhance environmental performance. Environmental cooperation mechanisms are negotiated in parallel with all FTAs. Unlike standard commercial disputes, non-compliance with a decision in an environmental dispute cannot be offset by providing expanded market access in another area – the environmental problem must be resolved.

### Understanding Establishing Secretariat to Administer Public Submissions

In addition to the environmental provisions contained in other FTAs, the CAFTA-DR establishes a ground-breaking and robust public submissions process that will allow members of the public to raise concerns if they believe that a Party is not effectively enforcing its environmental laws. It is the first U.S. free trade agreement to contain such a mechanism in the agreement itself. An independent secretariat will review public submissions and may develop a factual record in meritorious cases. Following the signing of the CAFTA-DR, the United States and the other CAFTA-DR countries considered a number of possible institutions to serve as a secretariat and conducted extensive public outreach.

In the Understanding signed today, the Parties agreed to request that the Organization for Central American Economic Integration (SIECA) create a new unit to serve as the CAFTA-DR Secretariat under the Environment Chapter. The Understanding contains provisions to ensure that the unit is independent and has appropriate environmental and regional expertise. While the unit will be organized under SIECA for purposes of infrastructure support, it will report solely to the Environmental Affairs Council.



established under the CAFTA-DR. The Council will also establish a roster of environmental experts that may assist the unit in preparing factual records. Further details of the process will be established through working arrangements to be developed by the Parties in consultation with the public.

#### Environmental Cooperation Agreement

The ECA provides a comprehensive framework for environmental cooperation between the countries that builds on previous environmental capacity building in the region. Among its innovative features, the ECA includes first-time provisions for establishing benchmarks to identify short-, medium- and long-term goals for improving environmental protection in the region. The ECA also provides for independent, outside monitoring of progress in meeting the benchmarks. Future cooperative projects will be set out in a work plan that will be developed by the Environmental Cooperation Commission established in the ECA. The Commission may also consider recommendations on appropriate capacity building activities developed through the CAFTA-DR's public submissions process.

Priority areas for cooperation under the ECA include: reinforcing capacity to implement and enforce environmental laws; promoting implementation of obligations under certain multilateral environmental agreements such as the Convention on Trade in Endangered Species of Flora and Fauna (CITES); improving conservation of natural resources and increasing transparency in their pricing and regulation; and promoting clean technologies and environmentally friendly goods and services.

## USDA Seeks Trade Advisory Members

### USDA SEEKS MEMBERS FOR AGRICULTURAL TRADE ADVISORY COMMITTEES

WASHINGTON, Feb. 28, 2005 -- The U.S. Department of Agriculture today announced that it is accepting nominations for members to serve on the Agricultural Policy Advisory Committee for Trade (APAC) and all Agricultural Technical Advisory Committees for Trade (ATACs).

The APAC provides advice to USDA and the Office of the U.S. Trade Representative on overall agricultural trade policy objectives, while ATACs focus on specific commodities. Each committee is composed of approximately 35 members who serve 2-year appointments. The ATACs cover trade in:

- animals and animal products;
- fruits and vegetables;
- grains, feed and oilseeds;
- sweeteners and sweetener products;
- tobacco, cotton, peanuts, and planting seeds;
- processed foods.

The advisory committees ensure that U.S. trade policy and trade negotiation objectives reflect U.S. commercial and economic interests. The committees provide the Secretary of Agriculture and the U.S. Trade Representative information and advice on negotiating objectives, bargaining positions and other matters related to the development, implementation and administration of U.S. agricultural trade policy.

Committee members will be chosen from the private sector and must have knowledge of agriculture and trade matters. They must be U.S. citizens, qualify for a security clearance, and be willing to serve without compensation for time, travel or expenses. The committees meet approximately four times each year.

A nomination to serve on a committee requires submission of a current resume and form AD-755 (Advisory Committee Membership Background Information), available on the Internet at: <http://www.fas.usda.gov/admin/ad755.pdf>.

The Foreign Agricultural Service encourages the submission of optional form AD-1086 (Applicant for Advisory Committees Supplemental Sheet), available on the Internet at: <http://www.fas.usda.gov/admin/ad1086.pdf>. Forms also can be requested by telephone at 202-720-6829.

Nominations must be received by March 31, 2005, in the Legislative Affairs Office, Foreign Agricultural Service, USDA, Room 5929-S, 1400 Independence Avenue S.W., Washington, D.C. 20250-1001.

For further information, contact Joan Hurst in the FAS Legislative Affairs Office by e-mail: [LegAffairs@fas.usda.gov](mailto:LegAffairs@fas.usda.gov); fax: (202) 720-5936; or telephone: (202) 720-7645. The request for nominations will be published in the March 2, 2005, *Federal Register*, which can be accessed on the Internet at: <http://www.fas.usda.gov/info/fr/notices.html>.



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Release No. 0070.05

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## GROUNDBREAKING TODAY FOR NEW ARS RESEARCH BUILDING

GAINESVILLE, Fla., March 1, 2005—Ground was broken here today for a U.S. Department of Agriculture facility where scientists will develop the next generation of tools to protect U.S. military personnel from disease-transmitting insects.

Construction of the new research building, funded by the U.S. Department of Defense (DOD), is the first step in a project to improve the Center for Medical, Agricultural and Veterinary Entomology's (CMAVE) Mosquito and Fly Research Unit, in support of the DOD need to protect soldiers from insects and insect-borne diseases. CMAVE is operated by the Agricultural Research Service, USDA's chief scientific research agency.

"USDA and the Department of Defense have a long history of working together to produce products to control disease-carrying insects," said Joseph Jen, USDA Under Secretary for Research, Education and Economics. "These products are being used to protect the military and save millions of lives every year around the world."

Jen was the keynote speaker at the event. In addition, Darrell F. Cole, ARS South Atlantic area director, and DOD officials also participated in the ceremony. Several hundred people were in attendance, including personnel of the State of Florida and USDA, as well as community leaders and elected officials.

The new facility will help the research unit develop new and improved pesticides, application procedures and personal protection methods to fend off mosquitoes and flies that transmit diseases. Currently, ARS and CMAVE are participating in a DOD initiative called the Deployed War Fighter Protection Research Program (DWFP). The DWFP has funded CMAVE to develop methods to protect U.S. military personnel from disease-transmitting insects.

The new building will add more than 4,000 square feet of high-quality research space to CMAVE, which is adjacent to the University of Florida in Gainesville. The facility will cost about \$1 million to build and will include a greenhouse and head house with insect rearing facilities and plant-growth chambers.

CMAVE's research is aimed at reducing or eliminating the harm caused by insects to crops, stored products, livestock and humans. Research is focused on the insects themselves, the pathogens they may transmit, and identification of inherent protective mechanisms in plants.

The center has five research units.

Scientific contact: Kenneth J. Linthicum, center director, CMAVE, Gainesville, FL, (352) 374-5901, fax (352) 374-5850, [klinthicum@gainesville.usda.ufl.edu](mailto:klinthicum@gainesville.usda.ufl.edu)

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Release No. 0060.05

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## **USDA Provides \$9.3 Million For Natural Disaster Recovery In 12 States**

WASHINGTON, Feb. 23, 2005-Agriculture Secretary Mike Johanns today announced \$9.3 million in Emergency Watershed Protection Program (EWP) funding for locally-sponsored watershed protection projects resulting from recent floods and other natural disasters such as tornadoes, fires, drought and hurricanes. States receiving the emergency funds are Alabama, Arizona, California, Illinois, Indiana, Mississippi, Nevada, Oklahoma, Pennsylvania, South Carolina, Tennessee and Texas.

"The Bush Administration remains committed to enhancing the environment," said Johanns. "These emergency funds will help restore critical watersheds while responding to the needs of rural communities."

Through EWP, USDA's Natural Resources Conservation Service provides technical and financial assistance to protect life and property threatened by excessive erosion and flooding caused by the sudden impairment of a watershed from a natural disaster. EWP projects provide sound erosion control measures that are economically and environmentally defensible.

EWP funds address public safety and restoration efforts on private lands and are used to remove debris, restore eroded streambanks, re-seed burned areas and take related steps to mitigate threats to people and property from impaired watersheds.

States receiving EWP funds are:

### State - Total EWP Funds

- Alabama \$360,000
- Arizona \$960,000
- California \$1,200,000
- Illinois \$65,000
- Indiana \$1,440,000
- Mississippi \$240,000
- Nevada \$1,500,000
- Oklahoma \$1,200,000
- Pennsylvania \$540,000
- South Carolina \$76,800

- Tennessee \$1,080,000
- Texas \$660,000

TOTAL \$9,321,800

Additional information on EWP is on the Web at <http://www.nrcs.usda.gov/programs/ewp>.

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Release No. 0058.05

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## **USDA INVESTS \$6.9 MILLION IN BUSINESS DEVELOPMENT FOR RURAL AMERICA**

*Funding will Create or Save Over 550 Rural Jobs-53 Rural Business Ventures*

WASHINGTON, Feb. 22, 2005 - Agriculture Secretary Mike Johanns today announced that \$6.9 million will be invested in 13 organizations in 10 states for business development and job creation. This investment further supports President Bush's goal to create jobs and improve economic opportunities in rural communities.

"Increasing the number of entrepreneurs is part of President Bush's commitment toward enhancing America's Ownership Society - most notably by increasing business and home ownership opportunities for more Americans," said Johanns. "These grants will help create jobs and expand the economic base of their community."

Loans are made available through the USDA Rural Development Intermediary Relending Program. The aim of business revolving loan funds is to finance business facilities and community development projects in rural areas. This is achieved through loans made to intermediaries who in turn re-lend funds locally to support businesses or community development. Loans from intermediaries to the recipients must be used to establish new businesses, expand existing businesses, create employment opportunities, save jobs or complete community development projects.

The Intermediary Relending Program is an important tool in USDA Rural Development's overall toolbox of loan and grant programs," said Agriculture Acting Under Secretary for Rural Development Gilbert Gonzalez. "We are working with rural communities across the nation to enhance their economic opportunities and improve their quality of life by providing an array of investment programs that when put together bring a holistic approach to rural economic development."

In 2004, \$39.7 million in 63 revolving loan funds supported 223 businesses and created or saved over 30,000 jobs. Since 2001, the Bush Administration has invested over \$149 million to support local revolving loan funds.

The following applicants were selected to receive loan funds:



Applicant	Funds to Serve	State	Loan Amount
Valley Economic Development Corporation	Los Angeles County	CA	\$500,000
Clearwater Economic Development Association, Inc	Nez Perce County	ID	\$400,000
Prairie Hills Resource Conservation and Development, Inc	McDonough County	IL	\$750,000
Mountain Microenterprise Fund, Inc.	Buncombe County	NC	\$250,000
Lewis and Clark Regional Development Council	Burleigh County	ND	\$450,000
Ho-Chunk Community Development Corporation	Thurston County	NE	\$200,000
Mount Washington Valley Economic Council	Carroll County	NH	\$500,000
Northern Community Investment Corporation	Coos and Carroll Counties	NH	\$750,000
Rural Nevada Development Corporation	White Pine County	NV	\$500,000
Columbia-Pacific Economic Development District	Columbia, Clatsop, Tillamook and Western Washington Counties	OR	\$400,000
Eden Economic Development Corporation	Concho County	TX	\$750,000
Palmview Economic Development Corporation	Hidalgo County	TX	\$750,000
Roma Economic Development Corporation	Starr County	TX	\$750,000

USDA Rural Development's mission is to deliver programs in a way that will support increasing economic opportunity and improve the quality of life of rural residents. As a venture capital entity, Rural Development has invested over \$50 billion since the beginning of the Bush Administration to provide equity and technical assistance to finance and foster growth in homeownership, business development, and critical community and technology infrastructure. As a result, over 800,000 jobs have been created or saved through these investments. Further information on rural programs is available at a local USDA Rural Development office or by visiting USDA's web site at <http://www.rurdev.usda.gov>.



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Release No. 0061.05

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## **USDA ANNOUNCES UP TO \$5 MILLION IN FINANCIAL ASSISTANCE FOR TARGETED STATES**

WASHINGTON, Feb. 22, 2005 - Agriculture Secretary Mike Johanns today announced the availability of up to \$5 million to help agricultural producers purchase crop insurance in 15 historically underserved states. USDA's Risk Management Agency (RMA) will provide financial assistance to producers under the Agricultural Management Assistance (AMA) program, authorized by the Federal Crop Insurance Act (FCIA).

"Crop insurance is a vital part of risk management in agriculture," said Johanns. "These funds will help and encourage farmers in underserved states to use crop insurance to manage their price and production risks."

This assistance will be in addition to the subsidy already authorized in the Act. Funding will be provided through USDA's Commodity Credit Corporation. Policies eligible for this additional funding include all buy-up policies for the 2005 crop year having sales closing dates on or after February 10, 2005, and acreage reporting dates before September 30, 2005 in the following states: Connecticut, Delaware, Maine, Maryland, Massachusetts, Nevada, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Utah, Vermont, West Virginia and Wyoming.

Nursery policies signed on or after February 10, 2005 and meeting all the nursery rules and regulations will also be eligible for this assistance. This assistance is not available for catastrophic risk protection policies or for those insured under the Livestock Risk Protection and Livestock Gross Margin plans of insurance.

No additional application is required to be eligible for this assistance. The funding will be automatically applied to all policies meeting the criteria.

For specifics on targeted States assistance, refer to the Federal Crop Insurance Corporation Manager's Bulletin located on the RMA website at <http://www.rma.usda.gov/news/managers/2005/pdf/mgr-05-002.pdf>.

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Release No. 0052.05

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## **USDA ANNOUNCES \$125 MILLION IN INTERNATIONAL ASSISTANCE UNDER FOOD FOR PROGRESS**

WASHINGTON, Feb. 14, 2005 - Agriculture Secretary Mike Johanns today announced plans for \$125 million in international food assistance under the U.S. Department of Agriculture's Food for Progress program for fiscal year 2005. The commodity donations will benefit 16 countries in Africa, Asia (including Central Asia), Latin America and the Middle East.

"America will continue to answer the call of those in need around the world as part of a long tradition of sharing our agricultural abundance with others," Johanns said. "This food aid program supports economic reforms and development that can help lift people out of poverty and lead to more productive, open, entrepreneurial societies."

The Food for Progress allocations announced today include more than 300,000 metric tons of U.S. wheat and flour, corn, rice, soy products, vegetable oils, beans and other commodities that will be purchased on the U.S. market and donated by USDA. The commodities will go to nonprofit organizations and the United Nations World Food Program to support agricultural and rural development projects, while helping to address food shortages. The development projects are funded by sales of the donated U.S. commodities within the recipient countries.

In Afghanistan, for example, the U.S. donation to Mercy Corps will benefit around 30,000 farmers and their families by funding plant nurseries, irrigation improvements and research to revive fruit and nut production. In the West African country of Niger, Catholic Relief Services will assist 1,500 sesame producers, mainly women, and up to 100,000 people overall by promoting private sector production, processing and marketing. In Honduras, Zamorano will use sales proceeds from the U.S. rice to fund university scholarships for agriculture and rural studies for disadvantaged youth.

Selection criteria for this year's projects emphasized the following objectives: helping countries fill food and nutritional gaps; assisting countries with trade-capacity building and other economic and market transitions under trade agreements; and helping countries recover from conflicts.

For each announced donation, detailed agreements must still be negotiated. In the coming weeks, decisions will be made on additional fiscal 2005 Food for Progress donations that will be funded under P.L. 480, Title I, for foreign governments and nonprofit organizations. The

Food for Progress Act of 1985 provides for USDA donations of agricultural commodities to developing countries and emerging democracies to encourage economic or agricultural reforms that foster free enterprise.

USDA also provides foreign food assistance through the McGovern-Dole International Food for Education and Child Nutrition Program, and through Section 416(b) of the Agricultural Act of 1949. Last year, under its fiscal 2004 food assistance programs, USDA supplied more than 1 million metric tons of U.S. food aid commodities valued at \$375 million to about 80 countries around the world.

A list of today's Food for Progress allocations follows.

## FOOD FOR PROGRESS PROGRAM

### Fiscal Year 2005 Allocations

Country	Cooperating Sponsor (Commodities*)	Total Planned Metric Tons*
Afghanistan	Government of Afghanistan (Soybean oil)	16,400
Afghanistan	International Fertilizer Development Cooperative (Wheat, soybean oil, beans)	28,750
Afghanistan	Mercy Corps (Soybean oil)	2,000
Angola	World Food Program (Cornmeal, lentils, sorghum, vegetable oil)	6,600
Bolivia	Government of Bolivia (Wheat and Soybean Oil)	15,000
Burundi	World Food Program (Beans, vegetable oil, corn)	9,000
Cambodia	Salesian Missions (Soybeans, canned salmon, rice, soybean oil, textured soy protein)	2,540
Democratic Republic of Congo	South-East Consortium for International Development (Wheat)	27,000
Guatemala	Texas A&M Experiment Station (Soybean meal)	15,000
Guinea	International Partnership for Human Development (Flour, beans, rice, vegetable oil)	4,759
Honduras	TechnoServe (Soybean meal)	6,800
Honduras	Zamorano (Rice)	3,000
Iraq	U.S. Grains Council (Corn, soybean meal)	30,000
Kenya	TechnoServe (Wheat)	22,360
Mongolia	Mercy Corps and Cooperative Housing Foundation International (Wheat)	20,000
Mozambique	Planet Aid, Inc. (Soy flour, soy protein concentrate, textured soy protein, soybean oil)	3,330
Nicaragua	Government of Nicaragua (Soybean oil)	4,300
Niger	Catholic Relief Services (Wheat, bulgur)	2,950
Nigeria	Partners for Development (Soybean meal)	9,000
Sri Lanka	World Vision, Inc. (Wheat)	25,000
Uganda	FINCA International (Wheat)	18,000
Uganda	Land O' Lakes (Wheat)	9,200
Yemen	Government of Yemen (Soybean oil and Soybean Meal)	21,510
<b>TOTAL</b>		<b>304,620</b>

\*Commodities and tonnages are subject to change, pending negotiation of food aid agreements with cooperating sponsors.

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# NEWS RELEASE

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Release No. 0049.05

Contact:

Ed Loyd (202) 720-4623

Stevin Westcott (202) 720-4178

## **USDA ANNOUNCES SIGN-UP FOR TOBACCO TRANSITION PAYMENT PROGRAM**

WASHINGTON, Feb. 10, 2005 – Agriculture Secretary Mike Johanns today announced that sign-up for the Tobacco Transition Payment Program (TTPP) will begin March 14, 2005 and extend through June 17, 2005.

"We are pleased to be able to announce the beginning of the sign-up period for this historic program," Johanns said. "The Tobacco Transition Payment Program will end the decades old tobacco marketing quotas and provide transition payments over a 10-year period. All tobacco quota holders and producers are urged to visit their local USDA Service Center and sign up for these benefits."

Congressional passage late last year of the Fair and Equitable Tobacco Reform Act of 2004 (the Act), commonly referred to as the "Tobacco Program Buyout," ended the federal tobacco marketing quota and price support loan programs with the 2004 marketing year for all quota tobaccos. The marketing year for flue-cured tobacco ends June 30, 2005, and Sept. 30, 2005, for all other tobaccos.

Quota holders who will be eligible for a payment are those who owned a farm on Oct. 22, 2004, to which a tobacco quota was assigned. The payment rate for these quota holders is \$7 per pound based on their BQL at the 2002 marketing year level. Producers receive \$3 per pound times the BQL based upon the producer's share of the risk incurred for 2002, 2003 or 2004 crops. Payments will be made in 10 annual installments but may be assigned or a successor-in-interest to the contract may be permitted. If quota holders or producers have interests in farms in more than one county, contracts for each of these farms must be entered into in the appropriate USDA Service Center.

Prior to sign-up, all known quota holders and/or producers will receive a letter providing more detailed information on the program. The letter also will include Farm Service Agency records of poundage of BQL for individual quota holders and/or producers. If the information is inaccurate or incomplete, quota holders and/or producers are requested to provide verifiable information to their USDA Service Center personnel at sign-up. The regulations concerning payments to quota holders and producers for this program will be available in March.

The Act also authorized USDA to use a financial institution to help carry out the program

provisions. Following a competitive bidding process, USDA awarded a contract to Wachovia Corporation to help conduct an information campaign to ensure that all potential beneficiaries are made aware of the program and procedures. The campaign includes sending letters to every quota holder and producer who participates in the program. Particular emphasis is being placed upon efforts to contact small and minority producers. Wachovia also will place magazine and newspaper ads, radio spots, and television ads in rural and agricultural media; and provide informational brochures at key gathering places. Town hall meetings will also be hosted in key tobacco-growing states, and a toll-free call center will go into service March 1, 2005.

For more information, please contact your local USDA Service Center, the National Tobacco Call Center at 1-866-887-0140 beginning March 1, or the Farm Service Agency Web site at [www.fsa.usda.gov/tobacco](http://www.fsa.usda.gov/tobacco).

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## **MARCH DIRECTOR'S COLUMN**

**New stories about food assistance have recently found their way onto the front pages of newspapers across the country. On February 14, the USDA announced its plans for \$125 million in international food assistance under the Department's Food for Progress Program, benefiting 16 countries in Africa, Asia (including Central Asia), Latin America and the Middle East.**

**USDA's "development and training" programs play an important role in promoting international cooperation and sustainable agriculture to help secure a safe and adequate food supply. At the heart of USDA's "development and training" efforts are six programs operated by USDA's Foreign Agricultural Service:**

- 1) Cochran Middle Income Fellowship provides exposure to U.S. economic policies, agricultural business practices and products, as well as the benefits of the U.S. market-oriented system for middle-income, emerging democracies or emerging market countries. Program participation is open to the staff of agribusinesses, government departments, universities and other agricultural organizations. The program offers short-term technical training opportunities and hands-on experience, ranging from two weeks to three months, for eligible managers, technicians, scientists, professors, administrators, or policy makers.**
  
- 2) Borlaug Fellows Program helps countries strengthen their agricultural practices through new science and agricultural technologies relating to production, processing and marketing while addressing obstacles to the adoption of technology such as ineffectual policies and regulations. The Borlaug Fellows Program is an international agricultural research**

scientist and faculty exchange program designed for the middle-income and developing countries in Africa, Asia, Latin America, and the Caribbean. A mentor, assigned to the participants, coordinates the four-to-six week training at land grant and 1980's college and universities, government agencies, international research centers, nonprofit institutions and private companies. The Fellows return home and share their knowledge with colleagues.

- 3) **Emerging Markets Program** promotes U.S. agricultural exports by funding technical assistance activities to promote the exports of U.S. agricultural commodities and products in emerging market countries. These include those countries taking steps to achieve a market-oriented economy through food, agriculture or rural business sectors of its economy and those countries that provide a market for U.S. commodities or products. Eligible countries include all of Central and South America; most of the Caribbean; all of sub-Saharan Africa; some countries in the Middle East; and the developing economies of Asia. Emerging Markets Program provides funds to support technical assistance for U.S. agricultural or agribusiness organizations, university, state departments of agriculture or USDA agencies or other federal agencies involved in agricultural issues. The idea is to improve market access through generic, rather than branded activities to develop and promote U.S. agricultural products or processes including feasibility studies, market research, orientation visits, specialized training and business workshops. Funds are made available through a Central fund made available through a public announcement; the Technical Issues Resolution Fund that addresses technical barriers to exports; and the Quick Response Marketing Fund that assists in resolving short-term time-sensitive market access issues.
- 4) **Professional Development Program** focuses on arranging and implementing both short and long-term training and/or technical assistance cooperation programs for individuals, private sector or government entities either in the United States or any developing, middle-income or emerging market country to help maintain beneficial

business, trade, and professional relationships. Program services are related to food industry-agribusiness development, food processing and distribution, agribusiness policy and research, business planning and management, support services such as credit and financial institutions, local associations and related areas. Examples of the training or technical assistance services include U.S. training programs for foreign nationals; in-country, regional or third-country training and technical assistance; a series of U.S. and in-country training and consultant interventions; developing institutional capacity and facilitating mutually beneficial linkages, access to expertise from a wide-range of resources, management of long-term programs, including resident advisors; and logistical arrangements.

- 5) **Trade & Investment Program** focuses on linkages between U.S. agribusinesses and their counterparts in developing middle-income countries and emerging markets to promote mutually beneficial commercial relationships and economic development. This program is also available in the United States, as well as in the lesser developed and Cochran-graduate countries overseas. These short- and medium-term technical assistance training programs, administered through the public and private sectors, work to reduce institutional and technical barriers to trade, support the development of trade policies and regulations consistent with the World Trade Organization, improve marketing infrastructure, and nurture the development of agribusiness linkages and networks. Major activities include short-term seminars and workshops on specific marketing issues, participation in trade shows, market assessments and agribusiness opportunity missions. Examples of program activities include the Cold Chain Improvement Program, that provides education to market constituents on the proper practices for port refrigeration to stimulate local and foreign demand for perishable food products handled within the cold chain, and targeted activities, such as assisting Indonesia with the development of transparent food labeling laws.
- 6) **Research & Scientific Exchanges** promote international cooperation on sustainable agricultural and forestry systems to help secure a safe and adequate food supply. The program supports cooperation between American and foreign researchers through activities directed at potential threats to U.S. agriculture and forestry, the development of technologies, and enhancement of agribusiness and trade in foreign markets. Participating countries benefit through a variety of activities including both short and long-term visits of U.S. and foreign scientists, collaborative research projects, and technical workshops. With U.S. and international funding, the Research and Scientific Exchange Program develops and implements projects, as well as establishes links for a network of agricultural experts in USDA, other federal agencies, the university system and private sector organizations. It also provides technical support to design and to facilitate project implementation from

the development stage through final evaluation. Examples include the Scientific Cooperation Program, funded by small grants to support research world-wide; Trade Barriers Workshops that are targeted to address constraints to U.S. exports and the Ukraine Cooperative Programs where beef and dairy production activities, production management and seed policy build capacity and enhance trade opportunities.

To learn more about these important programs please visit the FAS Website at [www.fas.usda.gov](http://www.fas.usda.gov).

This month, I am highlighting three different outreach partners encouraging you to visit their Websites to learn more about their missions and how they support trade education and exports.

Agriculture In the Classroom ([www.agclassroom.org](http://www.agclassroom.org))

National Assoc. of State Universities & Land Grant Colleges  
([www.nasulgc.org](http://www.nasulgc.org))

Council of State Governments ([www.csg.org](http://www.csg.org))

The “S” in FAS stands for “Service,” and we would like a chance to prove that to you. Please take a look at our Website at [www.fas.usda.gov](http://www.fas.usda.gov) and/or call our Trade Assistance & Promotion Office for exporter assistance @ (202) 720-7420. We look forward to hearing from you on how we can better serve you.

Thanks for reading!

Sincerely,

*Dale Miller*

Director,  
FAS Office of Outreach & Exporter Assistance

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Release No. 0064.05

Contact:

Ed Loyd (202) 720-4623, Harold Kanarek (202) 720-0328

## **USDA RAISES FY 2005 AGRICULTURAL EXPORT FORECAST BY \$3 BILLION TO \$59 BILLION**

WASHINGTON, Feb. 24, 2005 - The U.S. Department of Agriculture today raised the fiscal year 2005 forecast of agricultural exports from \$56 billion to \$59 billion. This would make FY 2005 the 3rd highest export sales year ever following FY 2004 at \$62.3 billion and FY 1996 at \$59.8 billion.

"This new export forecast clearly demonstrates the strength of the U.S. agricultural sector," said Agriculture Secretary Mike Johanns. "We will continue to work vigorously to expand and maintain economic opportunities for our farmers and ranchers through the World Trade Organization negotiations and through other agreements, such as the Central American-Dominican Republic Free Trade Agreement."

This year, the United States is experiencing increased competition and lower prices for bulk commodities such as grains, oilseeds and cotton. Conversely, there is increased demand for some U.S. high-value products, which are bolstered by the weaker dollar. Horticultural sales are forecast at a record \$14.5 billion. Broad-based gains for many fruits and vegetables as well as wines and essential oils are expected, largely due to higher prices. Pork exports are also expected to reach a record volume and value with strong demand from Japan, Mexico and Canada. Very strong gains also are expected in dairy exports, largely supported by non-fat dry milk powder.

Canada will remain the No. 1 market for U.S. agricultural products at a projected \$10.2 billion, while Mexico at \$8.5 billion is expected to surpass Japan (\$7.7 billion) for the first time. Export sales to the European Union (EU) are projected at \$7 billion and China at \$4.6 billion, to account for the top five markets. U.S. agricultural exports to the Western Hemisphere should exceed those to Asia by \$2.9 billion.

Agricultural imports are forecast at a record \$58 billion, continuing a 35-year upward trend that has advanced at a faster pace since 2003. With exports lower in 2005, the trade surplus is expected to be about \$1 billion. Demand for imports continues to rise, but most of the current increase in import value is due to higher prices. Consistent with long-term trends, rising imports of fresh and processed fruits and vegetables, wines and beer and essential oils account for more than half of the gain, but large beef and snack food purchases have also been significant in recent years.

USDA's Economic Research Service, Foreign Agricultural Service and World Agricultural Outlook Board release agricultural trade forecasts quarterly. The summary and full report of USDA's "Outlook for U.S. Agricultural Trade" may be accessed from the ERS Web site at <http://www.ers.usda.gov> or the FAS Web site at <http://www.fas.usda.gov>. The next quarterly report will be issued in May 2005.

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## Maryland Farmers Process Foods

Contact: John Hammond, Dept. of Health and Mental Hygiene, 410-767-6490

### News Releases

Feb 11, 2005

#### **Farmers Can Now Process Certain Food Goods**

*Courses are scheduled in March to explain new regulations*

For Immediate Release

BALTIMORE, MD (February 9, 2005) – In an effort to provide Maryland farmers with more economic opportunities, Maryland Governor Robert L. Ehrlich, Jr., has announced that people whose primary income is from farming can be licensed to process certain foods on their farm.

This provides another business opportunity for our Maryland farmers,” said Governor Ehrlich. “This is a significant step toward improving income potential for farmers, while also expanding the availability of fresh, locally-raised and -processed foods for consumers.

Working in collaboration with the Department of Agriculture, the University of Maryland and local agricultural organizations, the Department of Health and Mental Hygiene (DHMH) has revised its regulations that govern food processing, effective in mid-February.

“To familiarize farmers with the new on-farm processing regulations, state officials will hold on-farm processing licensing courses in March,” said DHMH Secretary S. Anthony McCann. “Adherence to the regulations will ensure that Maryland’s very high food safety standards will be maintained.”

Before a license is approved, the applicant must complete one of the scheduled licensing courses to be held in Frederick, Howard, Charles, and Queen Anne’s counties. Issues such as sanitation, cross-contamination and food security will be covered. After completing the course, participants may apply for a license with the DHMH. There will also be a licensing fee which must be paid before the license is issued. A farmer must also allow DHMH inspections at reasonable times of all areas and equipment used for processing.

“The farming community really benefits from this,” said Agriculture Secretary Lewis R. Riley. “Farmers now have more options of what they can sell and where they can sell it.”

If a license is approved, the farmer is allowed to process in a domestic kitchen located on the individual’s farm a limited selection of non-potentially hazardous foods for commercial sale and distribution. Typical examples of foods include baked cakes, muffins and cookies; fruit pies; canned acid foods; herbs in vinegar; honey and herb mixtures; and dried fruit and vegetables. (A complete list of allowable products is available at <http://www.cha.state.md.us/ofpchs/html/new.html> . Farmers who sell only at farmers markets may continue to operate under the old regulations.)

If a farm is used to raise animals commercially, the regulation also allows for limited packaging and sale of raw meat from those animals. There are similar provisions for fish farms with respect to the sale of raw finfish.

Courses will run from 8:00 am to 4:30 pm on the following dates. Locations and registration deadlines are as follows:

March 7 - Howard County Fairgrounds (March 1)

March 11 - Frederick County Winchester Hall (March 4)

March 21 - Southern Maryland Electric Coop -- SMECO (March 14)

March 29 - Chesapeake College (March 22)

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no registrations will be accepted at the door.

The course registration form and more information about the regulations, the licensing process and a more extensive list of allowable products are available on the Internet at [www.cha.state.md.us/ofpchs/](http://www.cha.state.md.us/ofpchs/). Members of the farming community who have additional questions about the licensing requirements should contact the DHMH Division of Food Control at 410-767-8400. A complete text of the regulations is available at [www.ruralforvm.state.md.us/News/dhmhregs.html](http://www.ruralforvm.state.md.us/News/dhmhregs.html).

The courses are being offered with the support of the Agricultural Marketing Professionals in Carroll, Cecil, Frederick, Garrett, Harford, Howard, Montgomery, and St. Mary's Counties; the Southern Maryland Agricultural Development Commission; Rural Maryland Council; Future Harvest and the Chesapeake Community College.



## 2005 FMI Food Show

### 2005 FMI Show

May 1-3, 2005 · McCormick Place · Chicago, Illinois

### *Product Innovations and Changing Consumer Tastes Will Be Spotlighted in New Product Showcase at 2005 FMI Show*

WASHINGTON, DC — February 28, 2005 — Food, beverage and consumer products companies worldwide will feature their latest innovations in the Third Annual New Product Showcase and compete for the coveted Retailers Choice Awards at the 2005 FMI Show, May 1-3 in Chicago. Sponsored by the Food Marketing Institute, the annual convention is a global marketplace where food industry leaders come to shop.

The New Product Showcase will feature products in 14 different categories: bakery; beverages; condiments and sauces; dairy products and dairy substitutions; entrees/prepared foods/meal solutions; ethnic/international foods; processed and fresh meats and seafood products; shelf stable grocery (baby foods, canned foods, cereals, pastas, etc.); snacks, confectionary and candies; vegetarian; seasonal; health and beauty care; equipment; and technology. The submitting company may only select one category per product.

To qualify, products must have been launched in the past year and they must be completely new, a category or line extension or, in exceptional cases, re-launched or repackaged. In addition, product manufacturers must be exhibiting at the FMI Show or the U.S. Food Export Showcase. An entry fee of \$350 is also required. Companies whose products are selected for inclusion in the Showcase will be afforded key benefits:

- Highlighted in the official show guide.
- Given a "New Product" logo sign that can be posted at their booth.
- Provided the opportunity to place product samples in private Retailer Conference Suites.

"FMI is pleased to present the New Products Showcase to recognize outstanding product innovations that bring exceptional value and quality to consumers," stated FMI Senior Vice President Brian Tully. "After only two years, it truly has become a 'must-see' focal point of the FMI Show exhibit floor."

#### **Retailers Choice Awards**

Companies with the most popular products in the Showcase will be presented with the 2005 Retailers Choice Awards. Under this program, retailer and wholesaler company representatives attending the FMI Show will vote for their favorite products in each category. Winners will be announced on Tuesday, May 3, during the Show.

For details about the 2005 FMI Show, the New Product Showcase and the Retailers Choice Awards, please visit the FMI Web site at [www.fmi.org](http://www.fmi.org).

Food Marketing Institute (FMI) conducts programs in research, education, industry relations and public affairs on behalf of its 1,500 member companies - food retailers and wholesalers - in the United States and around the world. FMI's U.S. members operate approximately 26,000 retail food stores with a combined annual sales volume of \$340 billion - three-quarters of all food retail store sales in the United States. FMI's retail membership is composed of large multi-store chains, regional firms and independent supermarkets. Its international membership includes 200 companies from 50 countries.

[NASDA Directory](#)

Locate your State Department of Agriculture office by clicking on the National Association of the State Departments of Agriculture (NASDA) website at the following address:

<http://www2.nasda.org/NR/exeres/FAF683C2-6CFA-432C-B416-465EF9BE1267.htm>

or by clicking on <http://www2.nasda.org>

## Links to State Regional Trade Groups

The State Regional Trade Groups (STRG) are four regionally located, non-profit trade development organizations that help U.S. food producers and processors sell their products overseas. The STRGs receive funds from USDA's Foreign Agricultural Service (FAS), the State Departments of Agriculture and private industry.

They carry out promotional activities that increase exports of U.S. high-value food and agricultural products. Activities of the organizations are directed by the State Departments of Agriculture, state agricultural promotion agencies, and coordinated with FAS' Washington and country offices overseas including international trade exhibitions, overseas trade missions, reverse trade missions, export education, in-country research, and point-of-sale promotions in foreign food chains and restaurants in markets around the world. The STRGs also administer a cost-share funding program called the Brand Program that supports promotion of brand name food and agricultural products in overseas markets. The STRGs include:



The Western U.S. Agricultural Trade Association (WUSATA) is located in Vancouver, Washington. <http://www.wusata.org>

Calendar of events: [http://www.wusata.org/events\\_calendar/default.asp](http://www.wusata.org/events_calendar/default.asp)



The Mid-America International Agri-Trade Council (MIATCO) is based in Chicago, Illinois. <http://www.miatco.org>

Calendar of events: [http://www.miatco.org/us\\_food/events\\_calendar/index.htm](http://www.miatco.org/us_food/events_calendar/index.htm)



The Southern U.S. Trade Association (SUSTA) is located in New Orleans, Louisiana. <http://www.susta.org>.

For the calendar of events click onto: <http://www.susta.org/events/index.html>

(MORE)





The Food Export USA-NE is located in the Northeast at:

<http://www.foodexportusa.org>

Calendar of events: <http://www.foodexportusa.org/calendar/index.cfm>

For more information on the State Regional Trade Groups click:

<http://www.fas.usda.gov/agexport/psinfo.html>



For export assistance click on USDA's Foreign Agricultural Service

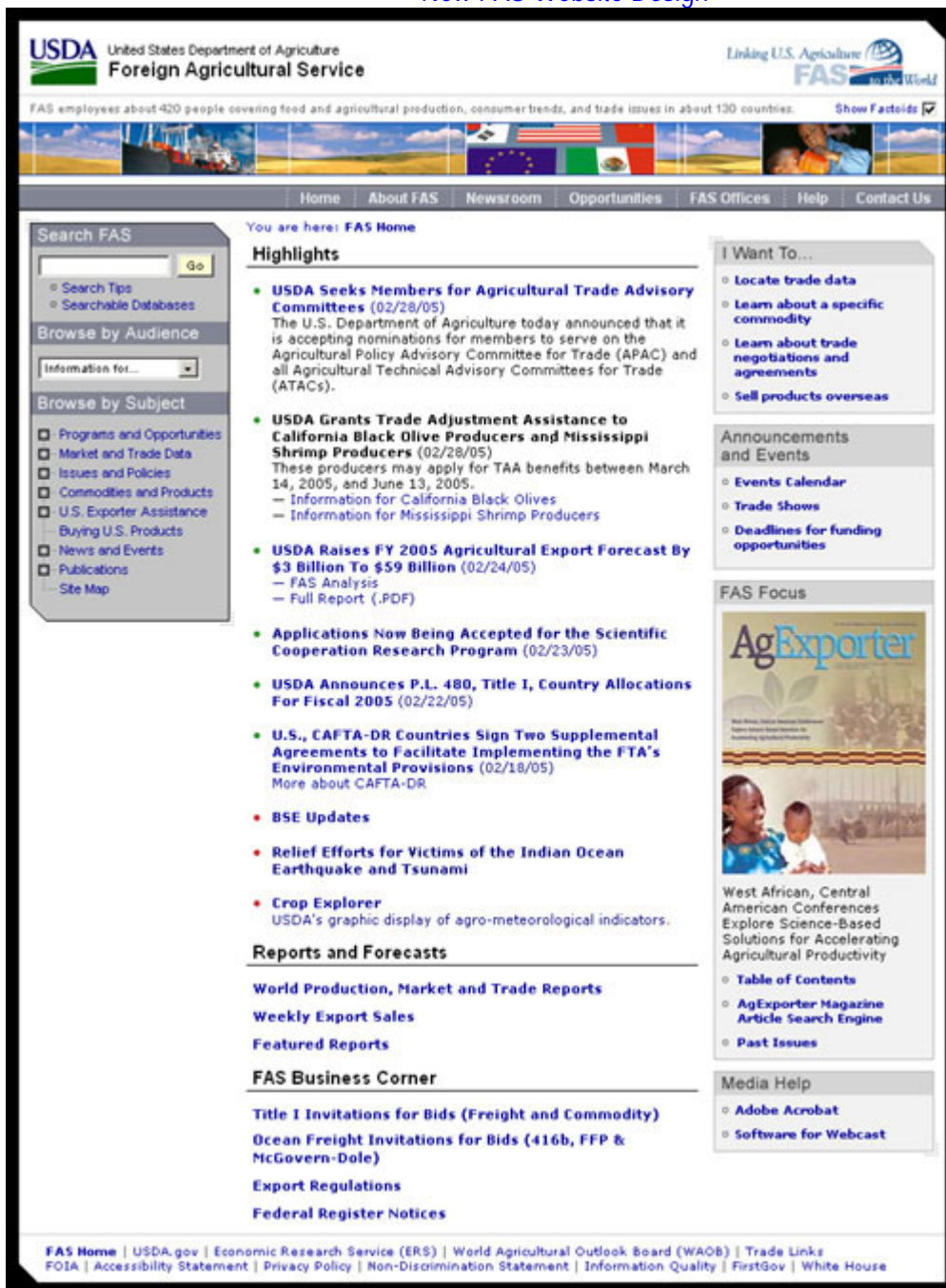
at: <http://www.fas.usda.gov/agexport/exporter.html>



The U.S. Commercial Service Export Assistance link:

<http://www.export.gov>.

## New FAS Website Design



The FAS Web site will introduce a new look and feel on some of its Web pages tomorrow, including the home page. Information will be organized by topic, allowing citizens, FAS partners, and government users to browse for information more easily. For a closer look, open your web browser and click on [www.fas.usda.gov](http://www.fas.usda.gov)



# STATEMENT

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Release No. 0077.05

Contact:  
USDA Press Office (202) 720-4623

**Statement By Agriculture Secretary Mike Johanns Regarding The Resignation Of  
Deputy Secretary Jim Moseley**

March 4, 2005

"Deputy Secretary James Moseley has informed me that he is resigning as Deputy Secretary effective today. He has served American agriculture well throughout an extensive and diverse career and I wish him well in his future endeavors.

"Jim has accomplished many things for agriculture both domestically and around the world. One of those accomplishments has been to foster a working relationship with the Afghan government and its people to help them rebuild the agricultural infrastructure in Afghanistan. This partnership not only is helping feed and clothe Afghan citizens, but it also is helping spread democracy. To complete some critical aspects of this important effort, I have asked Jim to remain at USDA through June 1 as a special advisor to me focusing on this partnership."

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Release No. 0063.05

Contact:  
Ed Loyd (202) 720-4623

## **Johanns Announces Communications Director**

WASHINGTON, Feb. 24, 2005-Agriculture Secretary Mike Johanns today announced the selection of Terri Teuber as Director of Communications.

"Terri Teuber will bring valuable experience and leadership to the President's team at USDA," said Johanns. "She will excel at formulating and directing our communications strategies on our programs and services, while providing timely and reliable information to the citizens we serve."

Prior to coming to USDA, Teuber served as the Communications Director for then Governor Mike Johanns since 2003 and as the Public Information Officer for the Nebraska State Patrol from 1999 to 2003. She also brings years of experience from broadcast journalism, serving as the main news anchor for KLKN TV from 1996 to 1999 and as a reporter for KOLN TV from 1991-1996, both of Lincoln, Nebraska. Teuber also served as news director and announcer at KDWA Radio in Hastings, Minnesota.

A native of Hastings, Minnesota, Teuber is a cum laude graduate of the University of St. Thomas with a Bachelor of Arts in Communications and has received a number of awards, including the 2002 Business Communicator of the Year from the Lincoln Chapter of the International Association of Business Communicators.

Teuber will assume her new role at USDA on March 21. She will fill a void left by outgoing Communications Director Alisa Harrison, who had earlier announced her departure from USDA. Harrison served since November 2001 as the Deputy Director of Communications and Press Secretary and later as Director of Communications and Press Secretary since March 2003.

"Alisa Harrison earned the respect of reporters and USDA employees through her diligence and hard work," said Johanns. "Her departure is a loss for American agriculture and we wish her the best in all her new endeavors."

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**NEW YORK STATE DEPARTMENT OF AGRICULTURE & MARKETS**

**Nathan L. Rudgers, Commissioner**

CONTACT:  
Jessica Chittenden  
518-457-3136

FOR RELEASE: Immediately:  
Tuesday, March 8, 2005

**AGRICULTURAL TRADE MISSION TO CANADA IS A SUCCESS**  
**Department Helps Eight New York Companies Seek New Canadian Markets**

State Agriculture Commissioner Nathan L. Rudgers today announced the recent return of a Department-sponsored agricultural trade mission to Canada was a success, as it opened lines of communication and the minds of New York growers and Canadian buyers. The mission promoted agricultural trade with Canada's largest population centers in Ontario and Quebec, with the goal of increasing New York's agricultural sales with Canada.

"The Department strives to facilitate new market development for New York produced agricultural products and this trade mission was a success in doing just that," the Commissioner said. "The eight participants who traveled to Canada were able to establish solid business contacts with potential buyers. They came to understand the demands of Canadian markets better, while they represented the diversity and quality of New York agriculture. This mission was an excellent opportunity for us to reaffirm New York's ability to be good trade partners with our Canadian neighbors."

While in Canada, the mission met with and toured some of Canada's largest wholesalers and retailers, including its second largest supermarket chain, Sobeys, Inc., as well as Gambles Produce Company and Courchesne Larose. All growers had opportunities to meet one-on-one with Canadian buyers during the mission to enhance relationships with potential buyers.

The response from Canadian produce buyers was positive and favorable to bringing in New York produce. At a meeting with Sobeys, Inc., Produce Director Joe Sbrocchi admitted that until now he never thought to call New York for their "shorts," however it makes perfect sense as New York is only hours away, versus days. At Hector Larivee, Daniel Trudel said he had been in the produce business for more than 25 years and this was the first time he had heard from New York growers looking to ship into Canada and welcomed the business opportunities.

The five-day mission, which ended on March 3, included eight New York State companies, representing a diversity of fresh fruits and vegetables from around the State. Members of the trade mission included CY Farms from Genesee County, Sun Orchard Fruit Co. from Niagara County, Singer Farms from Niagara County, Eden Valley Growers, Inc. from Erie County, Ed Hansen Farms, Inc. from Ontario County, Kinderhook Creek Farm, Inc. from Rensselaer County, Gill Farms, Inc. from Ulster County, and the Anthony Road Wine Co. from Yates County.

Larry Eckhardt, Owner of Kinderhook Creek Farm and also President of the New York State Vegetable Growers Association, said, "This trade mission allowed us to explore and dispel some of the myths about trading with Canada. Having met with a number of the key players in the Ontario and Quebec market, we have definitely gotten our foot in the door and have the added advantage of lower transportation costs compared to other parts of the world. I am also happy to have represented our industry in Canada and will relay the opportunities I saw there to other New York producers."

Jim Bittner, Principal of Singer Farms and President of the New York State Horticultural Society, said, "I have been selling peaches and cherries into Canada for years, and it has been good business for our farm. This trip has been helpful in solidifying those relationships and meeting new buyers who are interested in my products."

Richard Sevigny, produce buyer for Courchesne Larose, affirmed such optimism by saying he would definitely contact New York growers in the future. He said that he has been looking all over the globe for cherries, and after meeting Jim Bittner on this trade mission, he realizes that he can get them right in his backyard from Singer Farms.

Canada is New York's largest agricultural trading partner. Due to New York's proximity to Canadian markets and its ability to produce an abundance of quality fruits and vegetables, New York has a unique trade advantage with Canada. However, New York's growing season and crop production mirrors Canada's which creates competitive challenges for producers. With the decreasing value of the U.S. dollar, now is a good time for producers to re-examine the trade opportunities north of the border.

New York State has a significant and diversified produce industry, valued at \$541 million in 2003. New York ranks second in the nation for the production of apples and cabbage, and third for sweet corn and snap beans. Last year, New York produced over 1 billion pounds of apples, 382 million pounds of cabbage, and 409 million pounds of sweet corn, 39 million pounds of snap beans, all products that Canada imports in large volumes from states other than New York.

Last year, the U.S. exported \$3.9 billion in produce to Canada. New York exported \$70 million in produce in 2004, only 2 percent of total U.S. exports. The goal of this trade mission was to raise the awareness of New York produce by capitalizing on New York's geographic advantage in effort to gain a larger percentage of the U.S.'s exports to Canada.

###

#### **PHOTOGRAPHS ARE AVAILABLE.**

Contact Jessica Chittenden at 518-457-3136 or [jessica.chittenden@agmkt.state.ny.us](mailto:jessica.chittenden@agmkt.state.ny.us) or visit [www.agmkt.state.ny.us](http://www.agmkt.state.ny.us) and click on Press Releases.

#### **CAPTIONS TO AVAILABLE PHOTOGRAPHS:**

Fresh Pack Inspection: Gary Vallone of Eden Valley Growers and Craig Yunker of CY Farms inspect fresh packed peppers and beans. Sweet peppers and snap beans are two commodities that their respective operations grow and could easily supply to Canadian markets.

Apple Aisles: At a Sobeys' supermarket, the second largest food retailer in Canada, there were two aisles of apples that provided the perfect picture of market opportunities for New

York in Canada. One side was all Canadian product. The other side was all U.S. product, none of which was from New York, and all of which were varieties grown in New York.

Gill with Hector Larivee: John Gill of Gill Farms, one of the State's largest sweet corn producers, explains his family operation to produce buyers from Hector Larivee.

Martini Advises: John Martini of Anthony Road Winery, who has been shipping his wine to Canada for several years, talks to Eric Hansen and Gary Vallone, newcomers to the Canadian marketplace, about the opportunities in Canada and tips of the trade.

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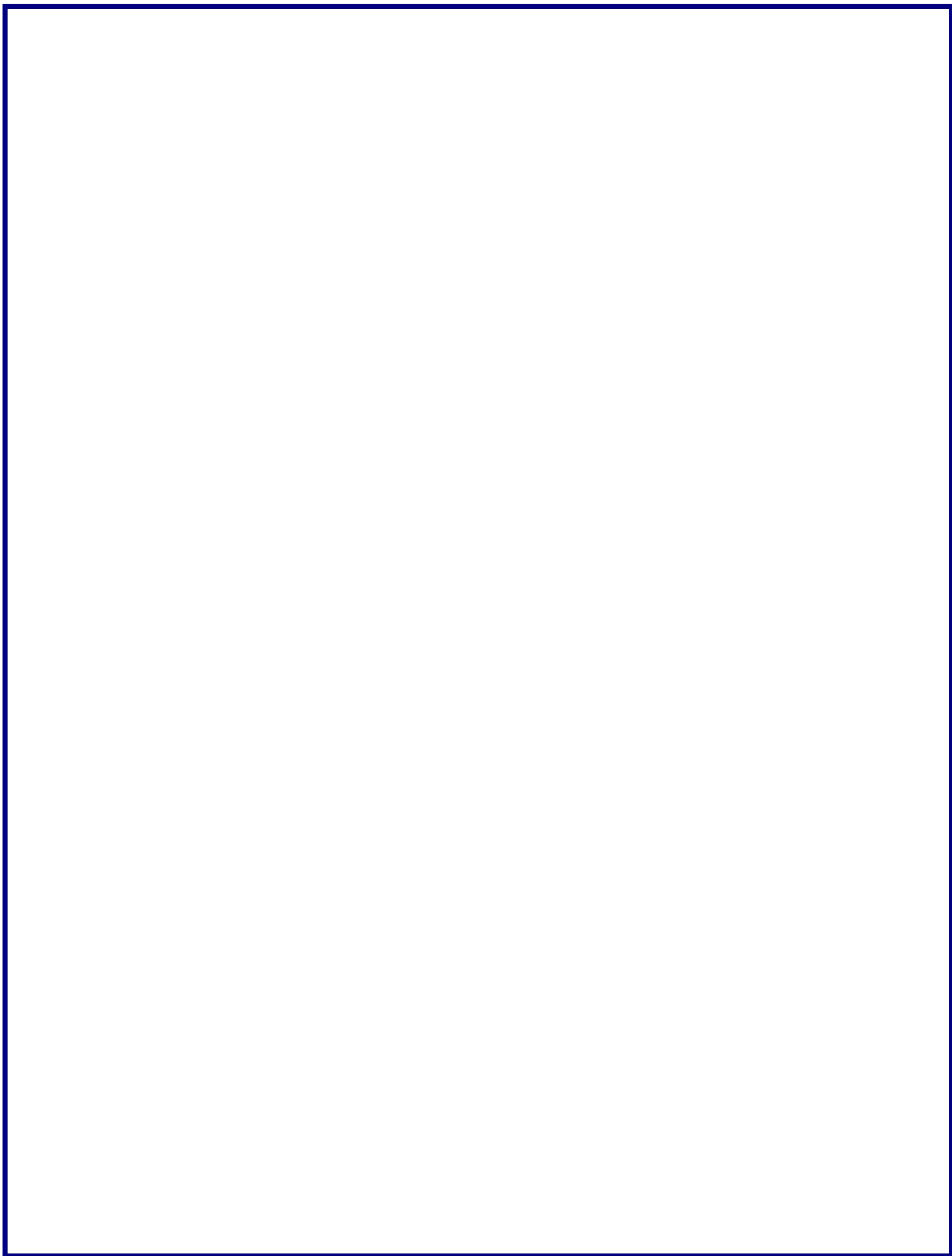
**Jessica A. Chittenden**

Director of Communications

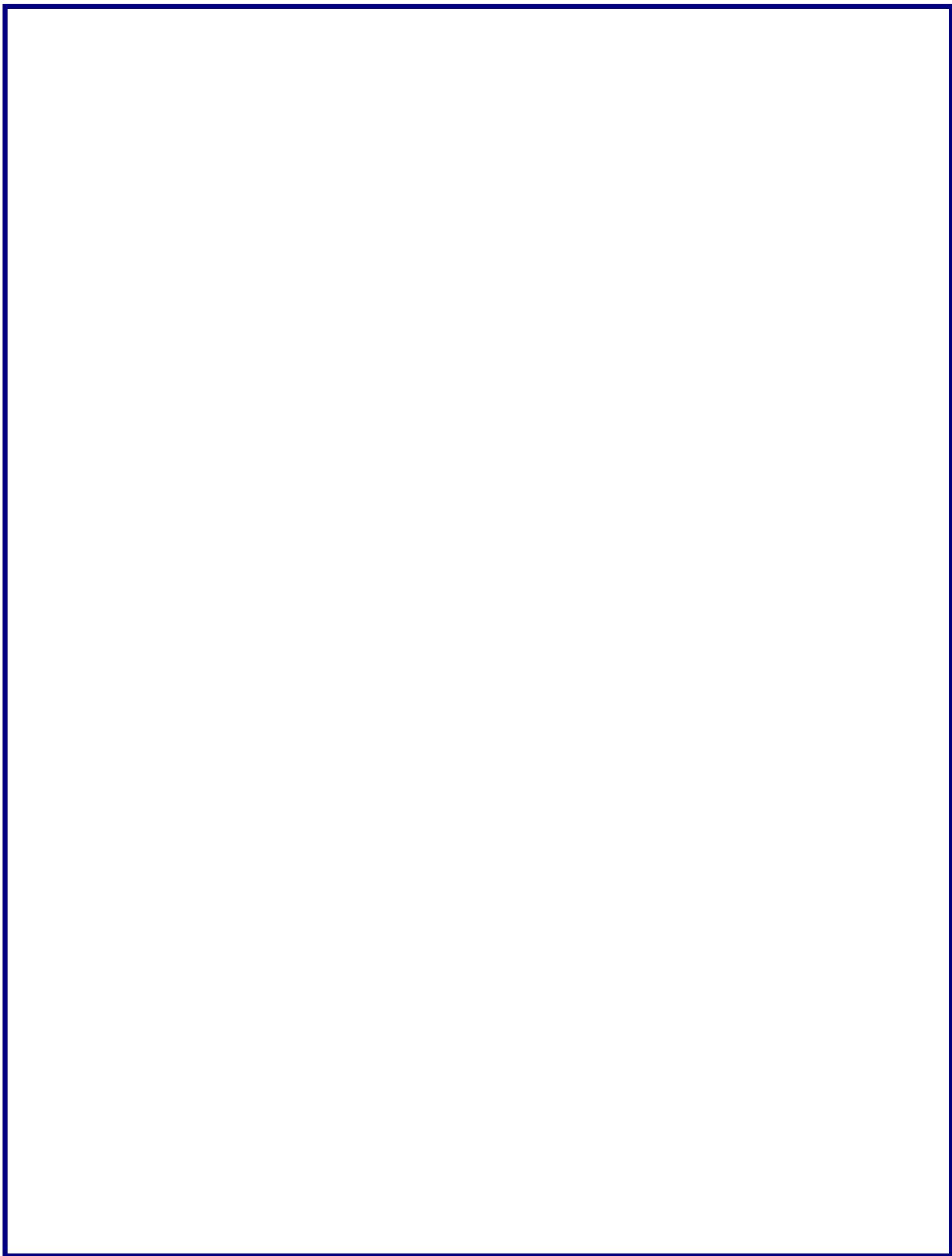
NYS Dept. of Agriculture & Markets

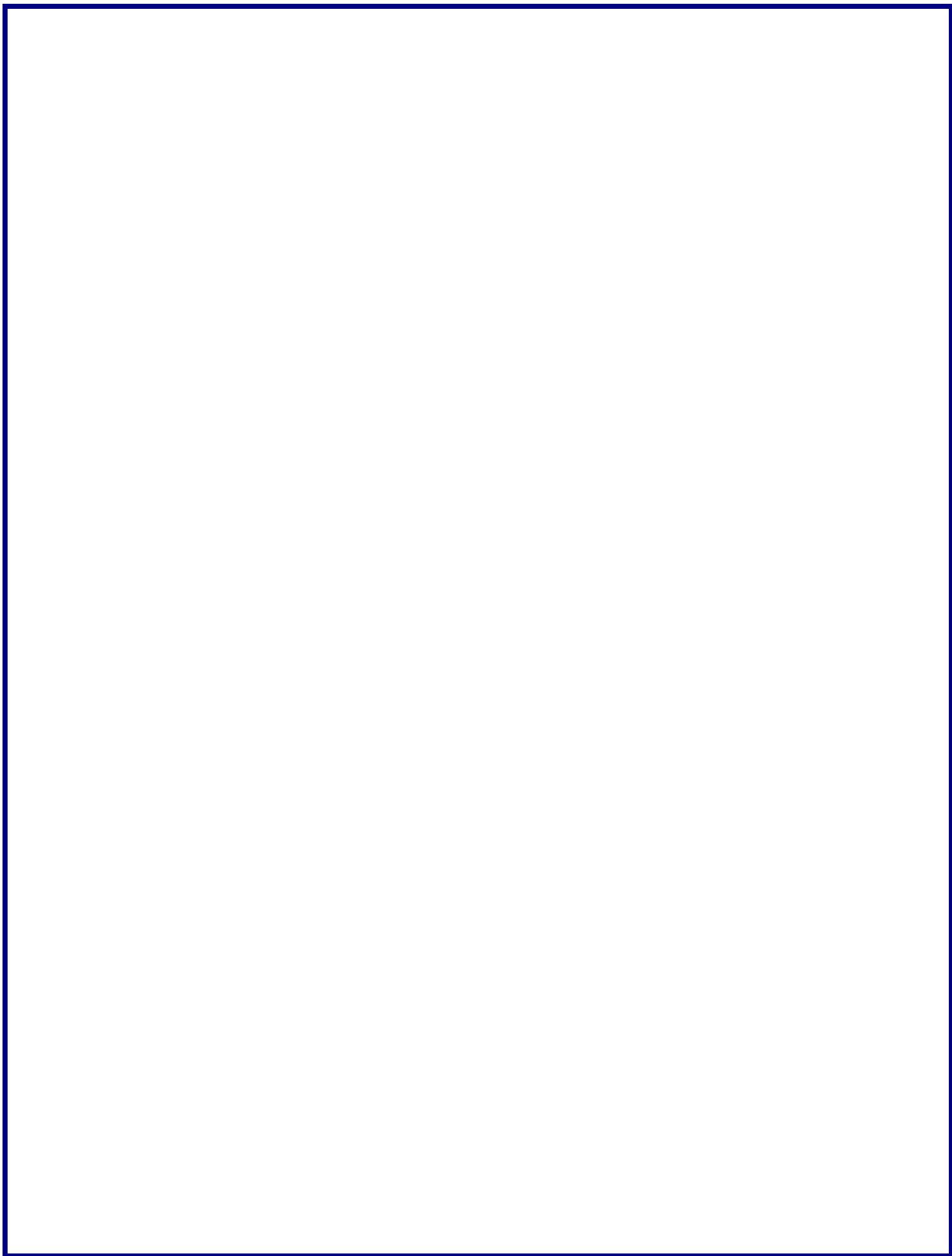
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## **Trade Mission to Brazil: May 8-14, 2005**

**The California Department of Food and Agriculture, in cooperation with the Western United States Agricultural Trade Association (WUSATA), will conduct a trade mission to Sao Paulo, Brazil, May 8-14, 2005. The trade mission will include one-on-one meetings with foreign buyers, retail tours, and a visit to the APAS trade show. This is an excellent opportunity for companies to meet with foreign buyers and investigate the growing Brazilian market as well as gauge their interest in exhibiting in Brazil's APAS trade show next year.**

**Product Focus: TRADE, Organic, Dried Fruits & Nuts, Snacks, Wine, Dairy & Grocery products**

For more information, contact:

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Or open your web browser and click on the WUSATA Websites for more information at:

[www.wusata.org](http://www.wusata.org)

[http://www.wusata.org/events\\_calendar/pdf/Brazil%20EMP%20Recruitment.pdf](http://www.wusata.org/events_calendar/pdf/Brazil%20EMP%20Recruitment.pdf)

## February 16, 2005

### *Reverse Trade Mission Being Planned To Spur Exports Of Florida Cattle To Puerto Rico*

*Venture is latest in five-year trade relationship that benefits Florida producers*

Florida cattle producers will show their livestock to prospective buyers from Puerto Rico this spring during a reverse trade mission organized by the Florida Department of Agriculture and Consumer Services. Planned for April, the reverse trade mission is the latest in a series of marketing initiatives that began over five years ago involving the Commonwealth of Puerto Rico and Florida.

“We look forward to working with Puerto Rico’s newly elected government and Secretary of Agriculture, Sr. Jose Orlando Fabres Laboy, in furthering our trade relationship,” Florida Agriculture Commissioner Charles H. Bronson said. “

Florida’s breeding stock is well suited for Puerto Rico’s environment, and our state’s cattlemen welcome the opportunity to explore new opportunities.”

Representatives of Bronson’s Division of Marketing and Development will meet with Puerto Rico government leaders and members of the Puerto Rico Beef Industry Board in coming weeks to plan the details of the reverse trade mission.

The trade relationship began in March 1999 when representatives of the Puerto Rico government and the Florida Department of Agriculture and Consumer Services entered into discussions about the feasibility of shipping Florida breeding stock to the island. While the cost of transportation by air was a barrier to trade, shipping by sea proved to be commercially viable and paved the way for the first purchase of Florida cattle. The Puerto Rico Beef Industry Board sent a delegation to Florida ranches to select the stock, which resulted in sales of over \$150,000 for that year.

Since that first sale, Department marketing representatives have continued to develop contacts with Puerto Rico’s beef industry leaders and government officials to further position Florida as a supplier of superior quality, tropically adapted cattle. Shipments continued generating sales of:

\$308,650 in 2000

\$135,000 in 2001

\$245,200 in 2002

\$200,000 in 2003, and  
\$412,500 in 2004.

Bronson traveled to Puerto Rico in 2002 to further enhance the growing trade relationship. He met with the Puerto Rico Beef Industry Board, the Presidents of the Senate and the House and other Puerto Rico government officials. That same year, the Florida Department of Agriculture and Consumer Services purchased a loading chute to facilitate the shipping of cattle from the Port of Jacksonville. The Department also assisted the Puerto Rican livestock industry in the research and exportation of “Florakirk” bermudagrass (*Cynodon dactylon*), a perennial grass used as a high-yielding, high-quality, fine-stemmed forage for hay production in Florida. The shipment of Florakirk from the University of Florida’s Cattle Research and Education Center was the result of a request by Puerto Rican ranchers visiting Florida to buy cattle.

*For more information:*

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# NEWS RELEASE

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Release No. 0062.05

Contact:

Ed Loyd (202) 720-4623

Mary Cressel (202) 690-0547

## **USDA Provides \$2.8 Million To Restore And Conserve Salmon Habitat In Six States**

WASHINGTON, Feb. 24, 2005-Agriculture Secretary Mike Johanns today announced that \$2.8 million in fiscal year 2005 funds will help restore and conserve salmon habitat in Alaska, California, Idaho, Maine, Oregon and Washington. These funds are part of the Wildlife Habitat Incentives Program's (WHIP) Salmon Habitat Restoration Initiative, first announced last March.

"This initiative provides continued support for the Administration's commitment to restoring the health of critical salmon habitat in many areas of the country," Johanns said.

Through this initiative, USDA's Natural Resources Conservation Service (NRCS) helps landowners with projects that restore habitat for Pacific and Atlantic salmon. Projects may include providing shade along streams, restoring gravel spawning beds, removing barriers to fish passages and reducing agricultural runoff. Maintaining healthy watersheds will ensure long-term salmon survival.

WHIP is a voluntary conservation program that provides technical and financial assistance to landowners and others to develop upland, wetland, riparian and aquatic habitat areas on their property. The program offers landowners 5- to 10-year agreements and 15-year or longer agreements.

Since WHIP began in 1998, more than 18,000 participants have enrolled more than 2.8 million acres into the program. During the first year of the Salmon Habitat Restoration Initiative, NRCS signed 47 contracts and agreements with landowners, tribes and municipalities totaling \$3.3 million to improve nearly 900 acres of riparian habitat and to open hundreds of miles of streams for fish passage.

Additional information on WHIP is at <http://www.nrcs.usda.gov/programs/whip>. Interested landowners should contact their local USDA Service Center or NRCS office.

### **State and Funds**

- Alaska \$634,144
- California \$614,905
- Idaho \$345,508
- Maine \$394,672
- Oregon \$419,444
- Washington \$431,123

TOTAL \$2,839,796

End

**USDA  
Symposium on  
Greenhouse  
Gases and  
Carbon  
Sequestration  
in Agriculture  
and Forestry**

USDA will hold the 3rd Symposium on Greenhouse Gases and Carbon Sequestration in Agriculture and Forestry on March 21 - 24, 2005 at the Wyndham Baltimore - Inner Harbor in Baltimore, Maryland. Topics include measuring and monitoring of greenhouse gas emissions and carbon sequestration ; technologies for greenhouse gas emission reductions and carbon sequestration, and application of climate science and decision support for adaptation and mitigation on farms and forests.

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For more information, open your web browser and click on the Following link at the USDA Website [www.usda.gov](http://www.usda.gov)

<http://www.usda.gov/oce/gcpo/gcponews.htm>

## Press Release

Bernice Constantin (352) 377-5556

Corey Slavitt (301) 734-8563

### *USDA CONTINUES CAMPAIGN TO HALT THE SPREAD OF RACCOON RABIES IN FLORIDA*

BARTOW, Fla., Feb. 17, 2005—The U.S. Department of Agriculture's Animal and Plant Health Inspection Service today announced that Florida officials will distribute oral rabies vaccine baits along a defined area of the Interstate 4 corridor near Tampa.

This program will start Feb. 23. USDA, along with cooperators from the Centers for Disease Control and Prevention and the state of Florida, is working to orally immunize raccoons against rabies in an effort to halt any further spread of the disease.

"More than 637,000 fishmeal baits containing the rabies vaccine will be distributed through this cooperative effort," said Dennis Slate, APHIS national rabies management coordinator. "This project is designed to establish and bolster oral rabies vaccination barriers. Raccoons that eat the bait obtain a dose of the oral vaccine and become vaccinated against rabies."

Low-flying aircraft will disperse the bulk of the bait. The remaining bait will be dispersed by hand and from helicopters in populated areas. Seven Florida locations will receive bait containing oral rabies vaccine for raccoons: Hernando, Hillsborough, Lake, Pasco, Polk, Sumter and Pinellas counties.

Other states working to establish a rabies-free barrier in the eastern United States include Alabama, Georgia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Tennessee, Texas, Vermont, Virginia and West Virginia.

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Note to Reporters: USDA news releases, program announcements and media advisories are available on the Internet. Go to the APHIS home page at <http://www.aphis.usda.gov> and click on the "News" button. Also, anyone with an e-mail address can sign up to receive APHIS press releases automatically. Send an e-mail message to [lyris@mdrdlyriss10.aphis.usda.gov](mailto:lyris@mdrdlyriss10.aphis.usda.gov) and leave the subject blank. In the message, type subscribe press\_releases.

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### [FAS Trade Show Calendar Link](#)

To access the FAS Trade Show Calendar, open your web browser and click on the following link:

<http://www.fas.usda.gov/agexport/shows/TradeShowCalendar05-06.pdf>

Or access the FAS Website at: [www.fas.usda.gov](http://www.fas.usda.gov)

Under "Calendar of Events" at the bottom of the Home Page,  
click on the "2004-2005 Trade Show" calendar.

Link to USDA's Ag Calendar of Events

**For information on the latest calendar of events through USDA's  
Agricultural Library, open your web browser and click on the  
following:**

<http://www.nal.usda.gov/calendar/>

Link to the World Trade Centers Online  
World Trade Centers Online

## World Trade Centers Association:

Find out about upcoming events at World Trade Centers around the globe! The World Trade Center Association has a Calendar of Events that is loaded with seminars, conferences, trade fairs, exhibitions and other events for the international business community. For more information, click on the following link:

<http://world.wtca.org/portal/index.jsp>

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### Why Should My Company Participate in a Trade Show?

International trade shows are "one-stop shops" which provide high visibility to U.S. companies and allow US exhibitors to further analyze the local market and observe their competition.

- Trade shows are the most cost-effective and efficient marketing tool available to exporters.
- Trade shows provide in-country market research.
- Trade shows provide opportunities for product testing.
- Trade shows provide face-to-face contact with buyers.
- Trade shows offer opportunities to meet important distributors and agents.

*"We are just a small company with about 25 employees. With this year's participation...we were able to secure three new distributors in Malaysia, Singapore, and Indonesia that have increased sales over \$100,000 this year....We also have [made] many other contacts that we can work with to generate even more business. It has become a major part of our sales strategy....We strongly support these activities."*

***Rick Holt, Marketing Manager, Agri-Foods Intl., Inc.***

#### FACT SHEET:

## Importance of Trade for Agriculture

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### June 2002

U.S. agriculture looks overseas to expand sales and boost incomes. Exports also generate additional economic activity that ripples through the domestic economy. According to USDA's Economic Research Service, every dollar of exports creates another \$1.47 in supporting activities to process, package, ship and finance agricultural products. This means that agricultural exports, expected to reach \$53.5 billion in 2002, will generate an additional \$79 billion in supporting business activities.

Exports also means jobs: jobs that pay higher than average wages and are distributed across many communities and professions, both on the farm and off, in urban and rural communities. Agricultural exports currently provide employment for 765,000 Americans.

### How Dependent Are Agricultural Industries on Overseas Markets?

Compared to the general economy, U.S. agriculture is twice as reliant on overseas markets and this reliance is rising at a faster rate. Agriculture's export reliance measured as exports divided by farm cash receipts rose from 22 to 26 percent during the 1990s.

Bulk commodities have long depended on overseas markets. Nearly half of our wheat and rice crops are exported; about one-third of soybean, tobacco and cotton production is shipped overseas; and 20 percent of the corn crop is exported. High-value products—including fruits, vegetables and animal products—are increasingly dependent on overseas markets as well and many are approaching or have already reached the same level of export dependency.

Since the mid-1980s, suppliers of high-value products have seen export sales outpace domestic sales by a wide margin. Today, for example, nearly 60 percent of U.S. cattle hides are exported,

with a total export sales value of \$1.6 billion. The export dependency of the almond industry is even higher, with about 65 percent of the crop shipped overseas. One-third or more of fresh table grapes, dried plums, raisins, canned sweet corn, walnuts and animal fats is exported.

### **Major Agricultural States Are Most Reliant on Foreign Markets**

Located in the grain and soybean belts, the *Midwest states* are generally the most reliant on export markets and their reliance is growing. The most obvious examples are *Iowa, Illinois, Indiana, Kansas, Minnesota* and *Nebraska*.

A top supplier of fruits, vegetables and tree nuts, *California's* agricultural industry is more reliant on exports than the national average and its reliance is also growing. It is the largest exporting state by a wide margin.

*Washington State*, with exports of \$1.6 billion, is highly reliant on export markets due to large fruit, vegetable and wheat shipments. *Texas*, with exports totaling \$3.3 billion in 2000, is another major exporting state.

### **Trade Agreements Expand Employment and Economic Opportunities**

Export gains attributed solely to trade liberalization since 1985 are conservatively estimated by USDA's Economic Research Service at \$3.5 billion a year. Dozens of previous agreements have opened markets, reduced unfair competition, brought some discipline to sanitary and phytosanitary barriers and introduced more effective dispute-settlement procedures in global trade.

Expanding existing market access and opening new markets under future trade agreements will significantly boost U.S. agricultural export sales. After all, 96 percent of the world's consumers live outside the United States. And many of them are in developing countries where almost all income growth is spent on food. The United States is the largest exporter of agricultural products in the world and is a highly competitive producer of many products. And U.S. agriculture is one of the few sectors of our economy that consistently enjoys a trade surplus.

Here are some specific examples of how past trade liberalization has increased U.S. exports:

- **Uruguay Round**—The first multilateral trade round to address agriculture in a comprehensive manner, the Uruguay Round substantially addressed trade-distorting agriculture issues. It resulted in reduced export subsidies, cut excessive tariffs and opened the door for other trade facilitating measures.
- **North American Free Trade Agreement**—Implemented in January 1994, NAFTA established rules for free trade between Canada, Mexico and the United States. The agreement phases out most trade restrictions within 15 years; provides special safeguards for sensitive seasonal horticultural imports; sets country-of-origin rules; and disciplines sanitary and phytosanitary regulations. Together, our two NAFTA partners took an unprecedented \$15.3 billion in U.S. agricultural products, for the first time in 2001, exceeding our sales to Japan and the European Union (EU) combined.
- **Looking to the Future Doha**—Priorities for future trade agreements that will benefit the U.S. food and agricultural sector include:
  - Completion of the Doha trade talks under the World Trade Organization (WTO);
  - A Free Trade Area of the Americas (FTAA) agreement to expand economic cooperation and opportunity in the Western Hemisphere; and
  - Other regional and bilateral trade agreements.